

**PX 60**

## Message

**From:** Patrick Griffin [REDACTED]@ripple.com]  
**Sent:** 12/7/2017 10:06:17 PM  
**To:** [REDACTED]  
**CC:** Brad Garlinghouse [Brad Garlinghouse [REDACTED]@yahoo.com>]  
**Subject:** Re: Webinar with [REDACTED]

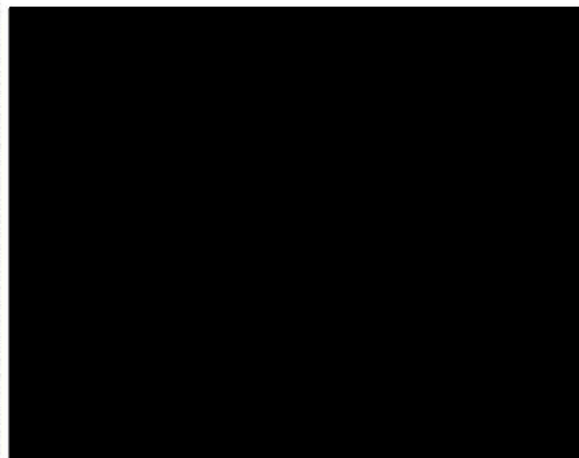
Let me also add:

XRP is a 'value play' because its price has been held back by fake stigma. Namely, there are false claims that it's centralized, that it's closed-source, that the supply is unrestricted, and that it's a private/permissioned blockchain. These claims have no basis and are holding back broader interest. You don't have to spend much time looking into XRP to realize that the market will start to see through them too.

From our perspective, having smart investors say that they've looked into those objections and they turned out to be false helps to put them to bed.

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 Patrick Griffin  
 SVP Business Development  
 Ripple Inc.

On Thu, Dec 7, 2017 at 7:15 PM, [REDACTED] wrote:  
 Got it. Thanks.



**From:** Brad Garlinghouse <[REDACTED]@yahoo.com>  
**Reply-To:** Brad Garlinghouse [REDACTED]@yahoo.com>  
**Date:** Thursday, December 7, 2017 at 6:34 AM  
**To:** [REDACTED]  
**Cc:** Patrick Griffin [REDACTED]@ripple.com>  
**Subject:** Re: Webinar with [REDACTED]

On XRP:

- XRP is the most undervalued digital asset on the charts. Why:
  - Real utility - solving the multi-trillion dollar problem with liquidity in cross-border payments
  - Institutional uptake - first and only digital asset used by financial institutions; Ripple's built a network of more than 100 FIs, all potential XRP users
  - Technical chops - speed (4 second settlement), cost (\$0.0001 in fees), scalability (1500 transactions per second), stability (5-years with no major issues)

On use cases:

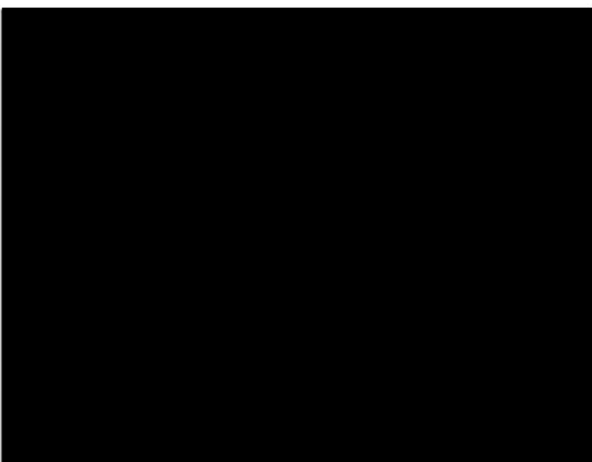
- The Ripple team is seeing a lot of success applying their blockchain tech and XRP to solving the inefficiencies in cross-border payments.
- If you've ever sent money overseas, you probably experienced high costs, time delays and having no idea if the money made it to its destination. Ripple's solving exactly those problems with blockchain and XRP.
- They have more than 100 financial institutions as their customers now.

On the bubble question:

- If anything, the market is UNDERvaluing digital assets for the role they can play in completely transforming financial infrastructure.
- XRP, for example, plays a role in cross-border payments that *no fiat currency* can play, enabling financial players to service liquidity on demand - USD, CNY, EUR, JPY can't serve that role.
- To put it in perspective, the market cap of all digital assets combined is < \$400 billion which pales in comparison to ...fill in [REDACTED] favorite comparison ;)

On Wednesday, December 6, 2017, 3:39:42 PM PST [REDACTED] wrote:

Give me some cliff notes and I will work em in!



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**From:** Brad Garlinghouse [REDACTED]@yahoo.com>  
**Reply-To:** Brad Garlinghouse [REDACTED]@yahoo.com>  
**Date:** Wednesday, December 6, 2017 at 9:02 AM  
**To:** [REDACTED]  
**Cc:** Patrick Griffin <[REDACTED]@ripple.com>  
**Subject:** Fw: Webinar with [REDACTED]

[REDACTED] looks like fun! I'm going to dial in and heckle ;)

Moer seriously, would love to understand how you are thinking about and positioning XRP (and Ripple) within this

Thanks!  
Brad

----- Forwarded Message -----

**From:** SharesPost <no-reply@sharespost.com>  
**To:** [REDACTED]@yahoo.com"; [REDACTED]@yahoo.com>  
**Sent:** Wednesday, December 6, 2017, 8:14:29 AM PST  
**Subject:** Webinar with [REDACTED]





SHARESPOST

WEBINAR INVITE

SHARESPOST EXPERT SERIES WEBINAR

Bubble or No Bubble? Deciphering Blockchain, Bitcoin & ICOs

**Hosted by:**

**Featuring:**

Among other topics, the webinar will focus on:

- Is Bitcoin in a bubble or are we witnessing the birth of a new asset class?
- What are the current and potential applications of Blockchain technology?
- Are Initial Coin Offerings the new way for start-ups to raise capital?
- What does the future of a crowd-sourced capitalized firm look like?

After the main presentation, attendees will have the opportunity to ask questions.

**REGISTER NOW**

Tuesday, December 12th

10:00am PT / 1:00pm ET

Hosted by:

SharesPost Research Group

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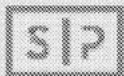
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